

cc  
Mr. Henschel  
Mr. Smith

Followup  
9-1-71

cc: J. F. Byrnes  
C. W. Roberts  
J. P. Madden  
H. J. Laehy  
D. Butcher  
J. M. Hansen  
File

NK  
Zur

May 17, 1971

Mr. Joseph Konopa  
RMI, Inc.  
P.O. Box 490  
Ashtabula, Ohio 44004

RECEIVED

MAY 18 1971

J. P. MADDEN

Dear Mr. Konopa:

This will serve as a summary for the numerous phone conversations we have had of late concerning your potential 3,000 ton per year requirement of Zirconium Tetrachloride.

Enclosed are copies of our technical brochure on Chloride Metallurgy. In it on pages 36 to 39 you will find more specific technical information, particularly our specifications of this product.

The sample cylinders you wish to send to our Niagara Falls, New York plant will not require any special shipping permit. Please send them to the attention of Mr. Dallas Butcher at our Niagara Falls location. Mr. Butcher suggests your cylinders have a 2 inch ventilation cap put on them on the cone end. This will permit easier filling. When calculating how many of these cylinders you will need to obtain the desired 300 lbs. of material, please allow for density variations and incomplete filling of the cylinders. Our plant personnel have been notified and are expecting their arrival in the near future.

The purchase order for the initial 300 lbs. of Zirconium Tetrachloride should be directed to this office. Your cost for this material will be \$ .27 per 100 lbs. F.O.B. Niagara Falls, New York.

It is understood that this 300 lbs. of Zirconium Tetrachloride is to be used in a plant study for a cost analysis of a potential customer. If you find that this requirement is realized, it is estimated at 3,000 tons per year. It would be a bulk requirement using Stauffer's Sealdbins. We charge no rental on these Sealdbins, but the customer would have to pay return freight on empty ones back to our plant.

18  
J. F. Byrnes - we do not  
have Sealdbins - Buyer equipment  
JF

I would like to emphasize Stauffer's sincere interest in this potential requirement and express our eagerness to offer any technical assistance you may require.

If there is any way that we can be of further service to you, please feel free to call me. We appreciate this opportunity to serve you.

Very truly yours,

STAUFFER CHEMICAL COMPANY

J. M. Hansen  
Sales Representative  
Industrial Chemical Division

Sm  
Enclosures

BLIND NOTE: Mr. Konopa said it will be at least 3 months before a final decision is to be made on whether they will go ahead or not on this potential customer. The 300 lb. order is for use in a pilot plant operation to determine cost analysis.